

## Message Text

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PAGE 01 LIMA 04058 111930Z  
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W  
-----073496 121220Z /47

R 111631Z MAY 78  
FM AMEMBASSY LIMA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 9964

UNCLAS LIMA 4058

EO 11652: N/A  
TAGS: BEXP, PE  
SUBJ: ELEVENTH INTERNATIONAL FAIR OF THE PACIFIC (NOVEMBER  
3-12, 1978)

REF: USDOC 8017, USDOC 5298

1. EMBASSY LIMA WILL ORGANIZE AND COORDINATE US PARTICIPATION  
IN ELEVENTH INTERNATIONAL FAIR OF THE PACIFIC (FIP) WHICH WILL  
BE HELD ON NOVEMBER 3-12, 1978. THIS YEAR FIP WILL SPECIALIZE  
IN THREE INDUSTRIAL AREAS:

A) FORESTRY AND WOODWORKING EQUIPMENT; (B) MINING EQUIPMENT,  
AND, C) METALWORKING MACHINERY. RAILROAD EQUIPMENT AND  
SUPPLIES WILL ALSO BE FEATURED.

2. TECNOFOREST: THIS WILL BE FIRST FAIR OF ITS TYPE IN SOUTH  
AMERICA. WILL FEATURE SEVEN ROUNDTABLE DISCUSSION GROUPS TO  
OFFER SOLUTIONS TO 770 SPECIFIC PROBLEMS RELATED TO FORESTRY  
PRESENTED BY PERU, BRAZIL, CHILE, COLOMBIA, BOLIVIA, VENEZUELA  
AND ARGENTINA. FAIR AUTHORITIES WILL PROVIDE 150 FREE TRIPS TO  
LIMA FOR KEY BUYERS IN OTHER LATIN AMERICAN COUNTRIES.

3. TECNOMIN: THIRD MINING EQUIPMENT EXHIBIT HELD BY FIP.  
SECOND TECNOMIN IN 1974 WAS REPORTEDLY LARGEST MINING FAIR  
EVER HELD IN THE WORLD WITH MORE THAN 70,000 SQUARE METERS OF  
EXHIBIT SPACE. TECNOMIN WILL COINCIDE WITH 14TH PERUVIAN MINING  
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ENGINEERS CONVENTION (NOVEMBER 6-10). MINING DELEGATIONS FROM  
OTHER LATIN AMERICAN COUNTRIES HAVE BEEN INVITED. CONVENTION WILL  
BE HELD AT FAIRGROUNDS AND OVER 700 ARE EXPECTED TO ATTEND.

4. ANDIMEC: ANDEAN PACT COUNTRIES HAVE BEEN INVITED TO EXHIBIT  
CONSUMER GOODS MANUFACTURED BY METALWORKING INDUSTRIES.  
INDUSTRIALIZED COUNTRIES WILL EXHIBIT MACHINE TOOLS USED TO

MANUFACTURE THESE PRODUCTS.

5. FAIR WILL ALSO COINCIDE WITH 14TH PAN AMERICAN RAILROAD CONGRESS (NOVEMBER 6-15). IN ADDITION TO LATIN AMERICAN DELEGATIONS, OBSERVERS HAVE BEEN INVITED FROM AROUND THE WORLD. ATTENDANCE WILL EXCEED 600 AND SPECIAL VISITS WILL BE ORGANIZED TO FAIRGROUNDS.

6. US EXHIBITION WILL INCLUDE INTERIOR (USA PAVILION) AND EXTERIOR AREAS. PARTICIPATION COST WILL BE LESS THAN AT TENTH PACIFIC FAIR (NOVEMBER 16-27, 1977). 3X4 METER INTERIOR BOOTH COSTS US\$1,100; 3X5 METER INTERIOR BOOTH COSTS \$1,375; EXTERIOR SPACE COSTS \$32 PER SQUARE METER. MINIMUM EXTERIOR RENTAL SPACE IS 25 SQUARE METERS. FEE INCLUDES ALL PAVILION FACILITIES SUCH AS MANAGER, GUARDS, CLEANING, UTILITIES, HOSPITALITY, CATALOG, USE OF CONFERENCE ROOMS, LOUNGES, PROJECTION ROOM, ETC. EXHIBITOR RESPONSIBLE FOR ADDITIONAL COST OF FREIGHT, INSURANCE AND DUTIES, IF APPLICABLE. EXHIBITOR MUST ALSO SUPPLY PERSONNEL TO MAN BOOTH DURING EXHIBIT. ASSIGNMENT OF STANDS WILL BE ULTIMATE RESPONSIBILITY OF EMBASSY BUT WE WILL TRY TO MEET ALL SPECIFIC REQUESTS.

7. IT IS ESTIMATED THAT AT LEAST TWENTY FOREIGN COUNTRIES WILL ORGANIZE NATIONAL PAVILION AT ELEVENTH FAIR. FIP HAS RECEIVED CONFIRMATIONS FROM BRAZIL, ECUADOR, SWEDEN, FINLAND, FRG, FRANCE, GB, SPAIN, ITALY, USSR, CZECHOSLOVAKIA, S. KOREA, N. KOREA, UNCLASSIFIED

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VENEZUELA AND MEXICO. NON-GOVERNMENT CANADIAN GROUP ORGANIZING EXHIBIT. JAPAN IS STILL UNDECIDED.

8. BROCHURES IN ENGLISH AND SPANISH ON TECNOMIN AND TECNOFOREST AS WELL AS GENERAL INFORMATIONAL BULLETIN ARE BEING AIRPOUCHED TO CMM.

9. INTERESTED FIRMS SHOULD BE ENCOURAGED TO WRITE OR TELEPHONE COMMERCIAL ATTACHE KOHN OR FSL RAFAEL TALAVERA.

10. PLEASE PASS THIS INFORMATION TO ALL US DEPARTMENT OF COMMERCE DISTRICT OFFICES.

11. WE SUGGEST ARTICLE BE PLACED IN "COMMERCE AMERICA" BASED ON ABOVE INFORMATION.  
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## Message Attributes

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**Decaption Date:** 01 jan 1960  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014